

REPORT

CBRE

Q1 2026 Jakarta Retail Market Outlook

CBRE RESEARCH | INDONESIA



Q1 2026

Jakarta Retail Market Outlook

Key Trends

Rise of Experience-Driven Retail

Malls are evolving beyond retail by focusing on dining, entertainment, and lifestyle experiences. Landlords are investing in façade upgrades, tenant mix, and events to boost traffic.

E-Commerce & Omnichannel Expansion

Retailers are adopting omnichannel strategies, blending online & offline including social media platforms.

Consumer Behaviour Shifts

Economic uncertainty has made consumers more selective, favoring local brands for their familiarity and quick delivery, prompting retailers to respond with better promotions and delivery services.

Category Highlights

Food & Beverage drives retail growth through strong experiential demand, followed by electronics and health & beauty supported by tech adoption and rising wellness awareness.

International Retailer Expansion

New entrants in Jakarta include popular tea brands such as from China & Taiwan, as well as new fashion labels and sports retailers.

01

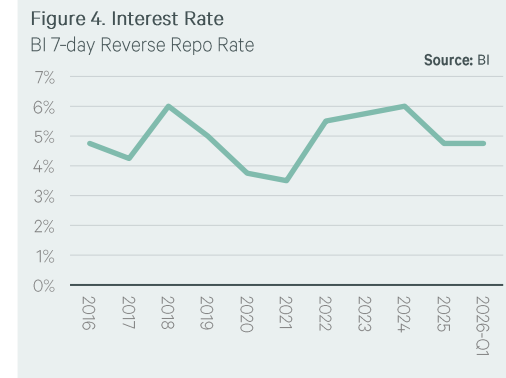
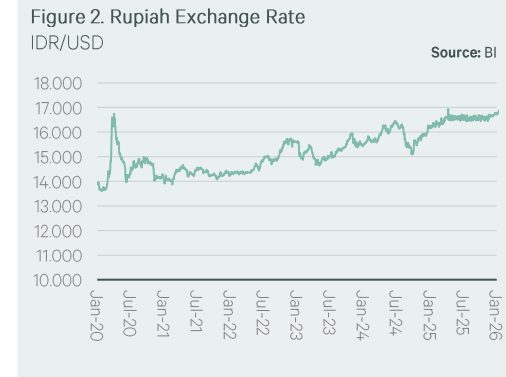
Economy

GDP Growth Reached 5.61%, the Highest Level Since 2021

Indonesia's GDP growth has strengthened since the post-pandemic recovery, reaching 5.61%, the highest level since the rebound in 2021. Manufacturing remains the largest contributor to GDP at around 19%, followed by trade and agriculture. On the expenditure side, domestic consumption continues to dominate, accounting for over half of GDP, while government consumption recorded the strongest year-on-year growth, supported by spending on the Free Nutritious Meal (MBG) program and Eid-related holiday allowances.

Rupiah Continue to Weakens

The exchange rate has continued to decline amid heightened global geopolitical tensions, which have increased uncertainty in international financial markets. These conditions have contributed to more cautious global capital flows and greater volatility in emerging market currencies, including the rupiah. As a result, the rupiah has remained under pressure during periods of elevated global risk.



FDI Outperforms DDI Early in 2026

Following the divergence observed in 2025, when domestic direct investment (DDI) outperformed foreign direct investment (FDI), early signs in 2026 suggest a recovery in FDI sentiment. In the first quarter of 2026, FDI slightly exceeded DDI, reaching USD 15.14 billion compared to USD 15.08 billion. Although the gap remains minimal, it indicates a modest rebound in foreign investor confidence. On a year-on-year basis, FDI grew by 8.5%, outpacing DDI growth of 6%. Notably, Singapore accounted for around 30% of total FDI in Q1 2026, maintaining its position as Indonesia’s leading source of foreign investment.

Property Sectors Remained Resilient

While the manufacturing sector continued to dominate FDI in the first quarter of 2026, the property sector—comprising housing, industrial estates, and office buildings—also demonstrated notable resilience, ranking among the top five performing sectors during the period. The sector recorded a strong 32% quarter-on-quarter growth and a 24% year-on-year increase, reaching USD 2.9 billion in Q1 2026. This performance suggests that investor sentiment toward the property sector remains positive, supported by ongoing urban development, sustained demand for industrial and logistics-related real estate, and gradual improvements in commercial property activity, positioning the sector as an important complementary contributor to Indonesia’s overall FDI inflows.

Figure 5. Foreign Direct Investment & Domestic Direct Investment Investment Growth (USD Million)

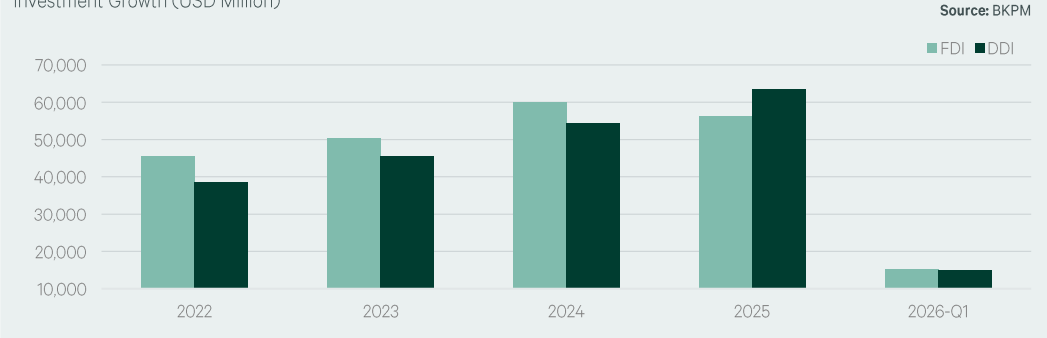


Figure 6. Top 5 Country of Origins Investor country of origins (USD Million)

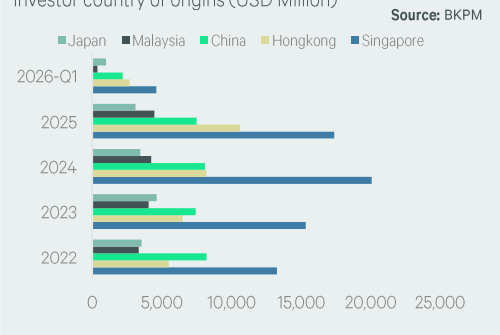
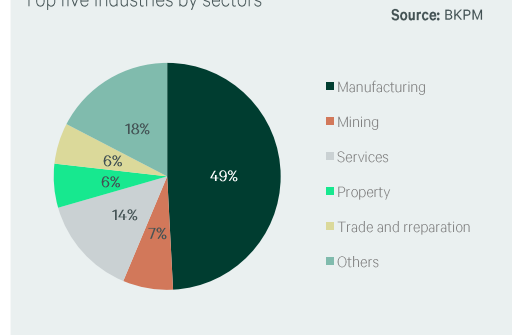


Figure 7. FDI Top Industries Top five industries by sectors

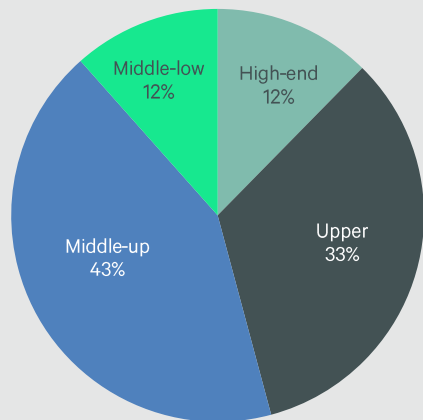


02

Retail (Shopping Mall)

Market Snapshot

Q1 2026



TOTAL JAKARTA RETAIL STOCK

3.46 mil sqm

NET TAKE-UP

15,600 sqm

(Q1 2026)

FUTURE SUPPLY

101,000 sqm

(2026 – 2028)

OCCUPANCY

	4Q 2025		1Q 2026
Jakarta Overall	85.8%	↑	86.0%
High-end	95.3%	↑	95.4%
Upper	85.2%	↑	85.7%
Middle-up	85.0%	→	85.0%
Middle-low	80.7%	→	80.7%

RENT

	4Q 2025		1Q 2026
(Rp/sqm/month)			
Jakarta Overall	325,900	↑	333,100
High-end	862,900	↑	877,100
Upper	457,378	↑	462,000
Middle-up	265,100	→	265,100
Middle-low	184,400	→	184,400

Source: CBRE Research

Supply

- Additional supply in Q1 2026 was limited, with only the completion of Pondok Indah Mall 5 in South Jakarta, bringing total stock to around 3.46 million sqm.
- Future supply remains subdued and focused on high-quality developments, while the rise of stand-alone lifestyle and F&B outlets highlights a growing shift toward more flexible, community-oriented retail formats beyond traditional malls.

Demand

- Leasing demand remained positive, supported by retailer expansion and improving consumer sentiment, with net take-up reaching approximately 15,600 sqm. Notably, demand was largely concentrated in higher-quality, upper-grade malls, where stronger footfall, curated tenant mixes, and lifestyle-driven concepts continue to attract both local and international retailers seeking premium locations.
- This steady demand lifted overall occupancy slightly to 86.02%, while high-end malls significantly outperformed at around 95.4%. This trend highlights a clear divergence in performance, with top-tier malls continuing to dominate leasing activity, while reinforcing the ongoing shift toward experience-led, high-quality retail environments

Rent

- Rent grew by approx. 0.5% q-o-q to around Rp 333,100 per sqm per month. This reflects a balanced approach, where landlords opt for incremental adjustments while maintaining flexibility to retain and attract tenants.
- A notable feature of the market remains the significant rental gap between top-tier and lower grade malls. High-end shopping malls – in particular – continue to command substantially higher rents, supported by stronger footfall, brand positioning, and tenant demand.

Figure 1. Jakarta Retail Cumulative Supply-Demand-Occupancy

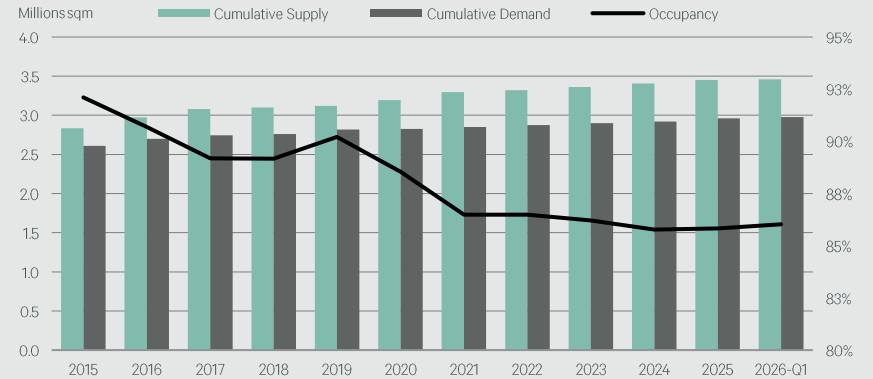
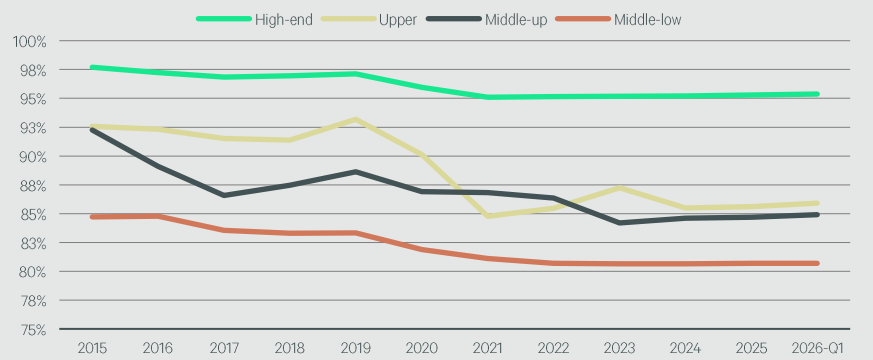


Figure 2. Jakarta Retail Occupancy By Grade

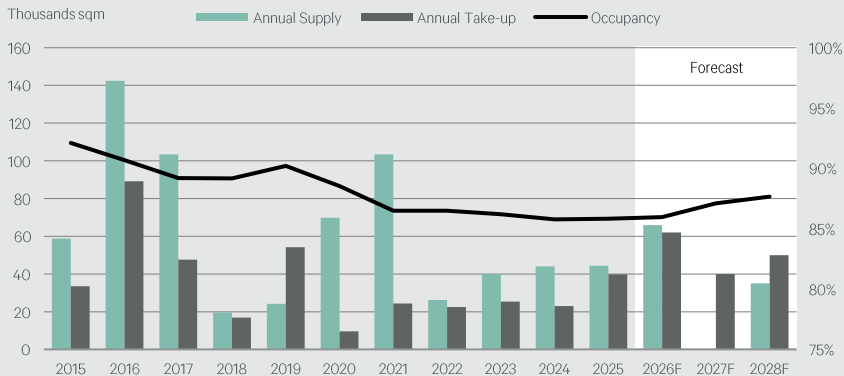


Source: CBRE Research

Outlook

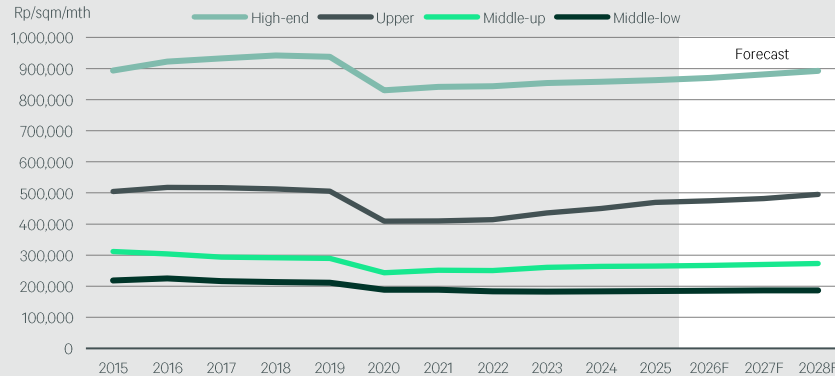
The market is expected to see a modest addition to supply, with two projects scheduled for completion in the remainder of 2026. Overall development activity remains relatively limited, helping to maintain a balanced supply-demand dynamic. On the demand side, leasing activity is projected to remain positive, driven by ongoing retailer expansion, particularly among lifestyle segments such as F&B, fashion and apparel, sports, and leisure. These sectors are expected to play a key role in filling upcoming spaces, supporting higher net take-up levels in the near term. On this basis, occupancy rates are forecast to improve further, reaching around 88% as the market continues to stabilize. Overall, the outlook suggests a steady recovery trajectory, underpinned by resilient demand and limited supply growth, with lifestyle-driven retail continuing to shape the evolution of Jakarta's shopping mall landscape.

Figure 3. Jakarta Retail Annual Supply-Demand-Occupancy | Forecast



Source: CBRE Research

Figure 4. Jakarta Retail Rent Growth By Grade | Forecast



Thank you

Disclaimers & Waivers

This presentation has been prepared in good faith based on CBRE's current views of the commercial real-estate market. Although CBRE believes its views reflect market conditions on the date of this presentation, they are subject to significant uncertainties and contingencies, many of which are beyond CBRE's control. In addition, many of CBRE's views are opinion and/or projections based on CBRE's subjective analyses of current market circumstances. Other firms may have different opinions, projections and analyses, and actual market conditions in the future may cause CBRE's current views to later be incorrect. CBRE has no obligation to update its views herein if its opinions, projections, analyses or market circumstances later change.

Nothing in this presentation should be construed as an indicator of the future performance of CBRE's securities or of the performance of any other company's securities. You should not purchase or sell securities – of CBRE or any other company – based on the views herein. CBRE disclaims all liability for securities purchased or sold based on information herein, and by viewing this presentation, you waive all claims against CBRE and the presenter as well as against CBRE's affiliates, officers, directors, employees, agents, advisers and representatives arising out of the accuracy, completeness, adequacy or your use of the information herein.